



6122 South Park Avenue
Hamburg, New York 14075
716.648.4145
www.HamburgIDA.com

**Hamburg Industrial Development Agency
PUBLIC HEARING–BAYVIEW ROAD ASSOCIATES, LLC &
AMAZON.COM SERVICES, LLC
January 22, 2021, 7:30am
Via Zoom Teleconferencing – due to the COVID 19 Pandemic**

Present

Cam Hall
Tom Moses
Janet Plarr
Bob Hutchison
Andy Palmer
Davis Podkulski
Norma Rusert-Kelly
Robert Reynolds
Wence Valentin

Excused

Guests

Jennifer Strong, Neill & Strong
Mary Doran, HIDA

Executive Director

Sean Doyle

A RECORDING OF THE FULL PUBLIC HEARING MAY BE VIEWED ON YOUTUBE, Channel - Hamburg IDA

Slide 1

Bayview Road Associates, LLC
Amazon.com Services, LLC
Public Hearing Information

Agenda

1. Introduce Hamburg Industrial Development Agency
2. Open Public Hearing
3. Introduce project
4. Public comment
5. Hamburg IDA Director Comments
6. Close hearing



Director Doyle opened the public hearing at 7:31am

Doyle began the meeting by thanking all those for attending and giving a brief background on his experience and depth of knowledge in the industry. He then began a power point presentation (the slides which are included) starting with the Hamburg Industrial Development Agency's Mission Statement below:

Slide 2.

Bayview Road Associates, LLC
Amazon.com Services, LLC
Public Hearing Information

Hamburg IDA Mission Statement - Consistent to the authority granted by the State of New York, it is the mission of the Town of Hamburg Industrial Development Agency to advance the job opportunities, wellness, general prosperity, and economic welfare of the people of the great Town of Hamburg, New York. This is accomplished by enthusiastically working to promote, attract, encourage, and develop recreation, economically sound commerce, and industry for the purpose of maximizing employment and property value for the Town and its residents.

Guiding Principles

The Town of Hamburg Industrial Development Agency will achieve this mission, utilizing the powers granted by New York State, through providing financial assistance to qualified projects. This assistance shall include conduit bond financing, lease/leasebacks, exemptions from taxation, and support to organizations with similar missions.

The board and staff of the Town of Hamburg Industrial Development Agency are charged to carry out this mission guided by the tenets of Transparency, Integrity, Accountability, and Exemplary Customer Service.

Doyle introduced thru roll call the volunteer board members of the Hamburg Industrial Development Agency:

Cam Hall, present	Andy Palmer, present	Wence Valentin, present
Bob Hutchison, present	Bob Reynolds, present	Davis Podkulski, present
Janet Plarr, present	Norma Rusert-Kelly, present	

Board member, Wence Valentin, requested a note on record that for a public hearing the time of the meeting (7:30am) is difficult for those individuals who have to go to work/other commitments children etc.


Doyle then read the following excerpt from the public hearing notice:

Slide 3

Bayview Road Associates, LLC
Amazon.com Services, LLC
Project Information

WHEREAS, Bayview Road Associates, LLC (the "Lessee") has entered into negotiations with the officials of the Town of Hamburg Industrial Development Agency (the "Agency") with respect to the construction and equipping by the Agency through a lease with mortgage or lease only transaction of a commercial warehouse and distribution facility on a 57.914 acre parcel of land located the corner of Lakeshore and Bayview Roads already owned by the Lessee, in Hamburg, New York and the construction of an approximately 181,500 square foot building therein, by the Lessee, as Agent for the Agency, for lease by the Lessee to the Agency for leaseback by the Agency to the Lessee for sub-sublease to Amazon.com Services LLC, (the "Sublessee") who will be the sole occupant of the facility, all for the provision of a warehousing and distribution Facility (the "Project");

Public notice posted *The Hamburg Sun* January 15, 2021




After which he gave a brief synopsis of the project below:

Slide 4

Bayview Road Associates, LLC
Amazon.com Services, LLC
Project Information

Walden Development Group is in lease negotiations with Amazon.com Services, LLC to construct a build to suit Warehouse and distribution facility . This facility would serve Amazon customers in the southern tier of Western New York.

Burgio-Campofelice Construction, an affiliate, local and woman owned constructor would be responsible for the construction.



And reviewed the figures below:

Slide 5

Investment and Tax Information

Investment

* Acquisition	\$1,000,000
* New Construction	\$38,000,000
* Soft Costs	\$1,200,000
* Tenant build out	\$5,000,000
* Other	\$2,000,000
TOTAL	\$47,200,000

Assessed value is estimated to be \$5,600,000 after equalization



Slide 6

Investment and Tax Information

Current

* Property taxes \$0.00

With Incentive

* First year taxes \$28,558
* Special Districts \$72,477
* PILOT Value \$599,725
* Year 11 \$358,060

Figures based on 2020-2021 County, Town and School Rates



He additionally stated the land is currently vacant, appropriately zoned for the project and has site plan approval.

Board member Janet Plarr asked for more detail of the breakdown over the 11 year period in which Director Doyle put up an excel worksheet which outlined the breakdown of abatement over the 11 year period (the worksheet is attached at the end of the minutes). Doyle went over the figures on the spreadsheet in detail.

Specifically, questions were asked about the amount of school taxes to be abated.

Doyle stated the Hamburg IDA followed the Uniform Tax Exemption Policy (UTEP) in determining the abatement for the project. UTEP is a standard guideline for projects, it's a matrix that weighs different factors and makes a determination on if they qualify and if so where they fall. This project was relevant based on the matrix and fell well within the point schedule to receive a PILOT.

Board member, Andy Palmer, confirmed UTEP is a uniform policy used across Erie County.

A question was asked if the policy dictated the abatement or if the IDA has discretion?

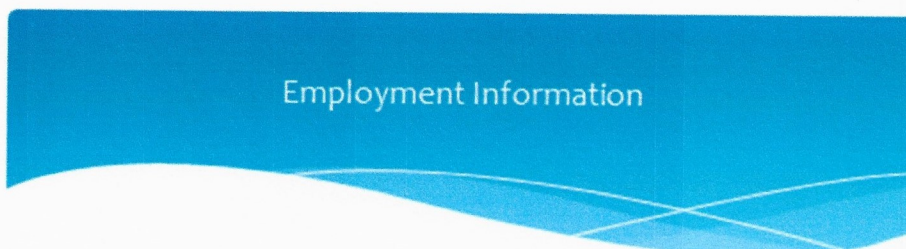
The IDA has discretion on the policy.

Sean Ryan, asked how much would the Frontier school district get without a PILOT.

\$1.65 million without abatement, vs \$348,000 with abatement or no project = \$0 received in taxes.

Director Doyle moved on to talk about the projected employment of the project.

Slide 7



With Incentive

- * 5 Management Positions Wage \$60,000.00 Fringe \$12,000-\$18,000
- * 45 Full Time Production Positions Wage \$15.00 Fringe \$3.00 - \$4.50 Hour
- * 50 Part Time Production Positions Wage \$15.00 Fringe \$3.00 - \$4.50 Hour
- * Estimated Annual Salary of Full Time Positions \$31,000.00



Doyle stated it is approximately 2.47million dollars of wage investment in the community for foregoing \$225,000 of taxes among the jurisdictions.


Board member Wence Valentin, asked where can you live off \$31,000 in Hamburg?

Doyle acknowledged the question and wanted to present the next slide on the job climate in Erie County before answering.

Slide 8

Economic Information
Source NYS Department of Labor

- * Private sector jobs in the Western new York Region declined by 48,200 or 8.7%
 - Leading sectors Leisure & Hospitality -16,200 and trade, transportation and utilities -13,700
- * 2019 Annual Average total wages in Erie County – Warehousing and Storage \$34,815
- * 2019 Annual Average total wages in Erie County – Accommodation and food services \$19,626
- * Western New York labor force -15,600 less workers in November 2020 compared to November 2019
- * Western New York unemployment rate +1.6% in November 2020 compared to November 2019. November 2020 rate is 5.9%

 HAMBURG
Development Companies
Partnership and Business Growth

Doyle went over the above slide in detail and then reviewed data he gathered from the 2000 census bureau. In 2000 there were 59,259 people living in Hamburg with an average household income of \$47,488. The average male income was \$41,440 female \$27,602. This data is old but it gives a sense of the market. Additionally, Hamburg Community Development Department offers programs including 1st time home buyers to families (2+ individuals) whose income falls below \$49,700. This provides a good framework for the average individual coming into Hamburg to improve their quality of life.

Wence Valentin, commented - so you are suggesting the average person should come to Hamburg to make \$31,000 year and apply for a Federal subsidized housing program or have both the husband and wife work?

Director Doyle said - I am not suggesting anything, what I see is a labor market that is depressed, a region that is poor and can use every ounce of investment it can get. I see these jobs for those who don't have the best education – it gives them a great opportunity. If they have a good education there are also management positions and associated spin off jobs that will come from this project. This is an underserved market that could certainly benefit from these jobs coming into Hamburg.

Sean Ryan, commented – this is a tough wage to live in Hamburg. He understands jobs were lost in hospitality some of the lowest paying in our economy but we are not replacing these with middle class jobs. He cannot envision keeping a roof over your head on \$31,000 a year. We like to take the high road principal – replacing jobs with higher paying jobs. He recently looked online at Home Depot, their starting

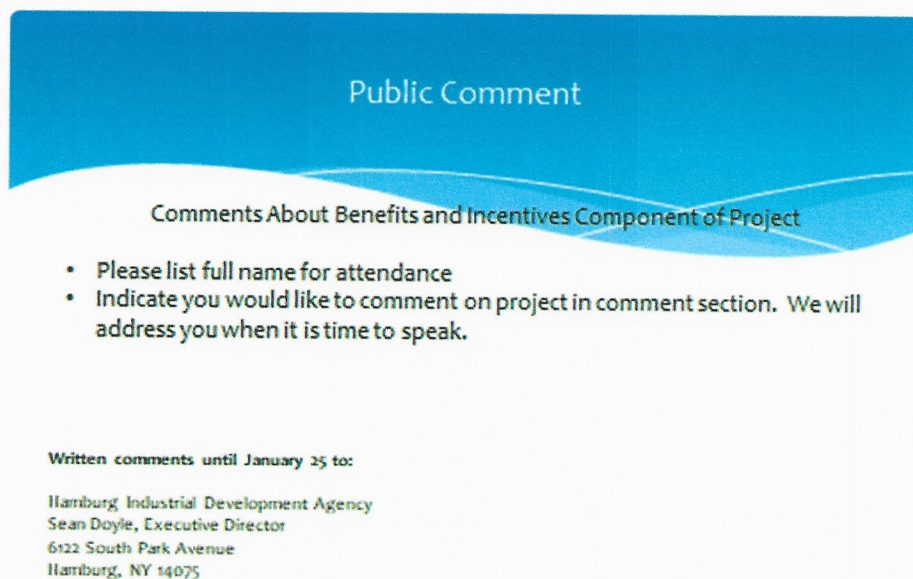
wage is \$15.00. Empire State Development will not subsidize these jobs because these jobs will occur in the community with or without subsidization because they are need to move product around. He can't image telling people to come to Hamburg, then apply for a program to purchase a home.

Doyle stated a typical family of 4 making the minimum of \$62,000 + bonus payments, overtime would not qualify for the subsidized housing program. It is typical for both individuals to work in a family.

Matt Kent, Foundation for Fair Contracting, thought that was a generous answer by Doyle considering half of the position begin created are part time.

Doyle wanted to back up and just review the opportunity, wage and package being presented. The board has worked very diligently this is where we are reaching out to the public to receive some input and guidance. These are volunteer board members who have other jobs and commitments which is why we are meeting at 7:30am as they also have other obligations

Board member Bob Reynolds, spoke and asked if they went to a higher wage – I say \$20 an hour would they qualify for more tax breaks? The answer would be yes, higher wages = higher tax breaks. In summary the board received an application to bring 100 jobs to Hamburg, (this company can obviously go anywhere) we have a process to bring things to the Board of the HIDA for tax abatement and just to clarify this is what we are making a decision on – any changes would have to be brought back in another application.



Public Comment

Comments About Benefits and Incentives Component of Project

- Please list full name for attendance
- Indicate you would like to comment on project in comment section. We will address you when it is time to speak.

Written comments until January 25 to:

Hamburg Industrial Development Agency
Sean Doyle, Executive Director
6122 South Park Avenue
Hamburg, NY 14075



Doyle stated he would be going to the comments in the “chat” of Zoom. If you have a comment please put in in there and he will go through and read the comments as they come in, we will read all no matter how long it takes. It is important for the board to hear all the comments so they can take it all in and make a decision on the project.

Board member WenceValentin, asked Doyle about the recent Amazon project in Tonawanda and if they received any tax abatements on that project. He stated Amazon made 96.1 million in the 3rd quarter of 2020.

Doyle stated to the best of his knowledge – no the Tonawanda project did not receive any tax breaks.

Doyle reiterated the procedure again for asking questions.

Yomo Akono, Carpenters Union, asked about the workers who will be building the project, the prevailing wage and what else goes with such a large incentive. Can we ask that we be included in this project?

There is no legal requirement for local labor, they are using a local developer and there is a local labor requirement in the project agent agreement with the IDA – 80% of the jobs must come from the 8 surrounding counties of Western New York. It is estimated 256 temporary construction jobs will be created, the cost of construction is 38 million of which 15.2 million is material.

Yomo Akono, is it enforceable or goal? How committed are they to helping local workers?

Doyle stated it is a requirement not a guideline. They are not obligated to open up to union wage or prevailing wage. However due to the large scale of the project conventional wisdom would make one think it would be great for all of our skilled trades.

Jeff Brylski, community member and life -long resident of Hamburg, submitted a written letter below of which he read a portion.



Truck Drivers Local Union No. 449

AFFILIATED WITH THE INTERNATIONAL BROTHERHOOD OF TEAMSTERS

2175 WILLIAM STREET • BUFFALO, NEW YORK 14206-2418 • Phone: (716) 874-2200 FAX: (716) 874-8322

GEORGE E. HARRIGAN Principal Officer, Secretary-Treasurer Business Agent	JEFFREY S. BRYLSKI President Business Agent	KEVIN C. DRYSDALE Vice-President Business Agent	
JAMES C. SCHIFFHAUER Business Agent Trustee	JOHN D. WOODRICH Business Agent Trustee	JENNIFER BAGLIO Recording Secretary	KEVIN J. TRINKLE Trustee

January 19, 2021

Sean Doyle, Executive Director
Hamburg Industrial Development Agency
6122 South Park Avenue
Hamburg, NY 14075

Dear Executive Director Doyle and Members of the Board of Directors of the Hamburg Industrial Development Agency:

I hope this letter finds you all healthy and well.

As a life long resident of the Town of Hamburg, and representative of employees working at UPS, I take great interest in the proposed Amazon project to be built at the Lake Erie Commerce Center.

My wife and I, our brothers and sisters and all of our children have been or currently are graduates or students in the Frontier Central School district. I understand the desire for increased tax revenue for the school district.

On and off for the past twenty-five years, I have served as a coach and/or as a member of the Board of Directors for Carnegie Scranton Recreation Association or Lake Shore Little League, so I understand the importance that financial stability of the Town of Hamburg means to the relationship between the town and these type of youth organizations. I have also had the distinct honor of serving as a member of the Board of Directors for the HIDA, so I also understand why a project like this would be beneficial to the agency.

My main goal as a member of the board, paralleled the vision statement of the HIDA, to "foster opportunity for people to create meaningful lives for themselves". This is achieved by attracting projects and employers who provide purposeful employment for members of the community.

The Hamburg Sun reported that Amazon intends to build a \$47.2 million dollar facility and that they have applied for \$6.85 million dollars in tax incentives for this project. The one hundred jobs this project is expected to create do not meet the standard of the HIDA vision statement.

www.teamsterslocal449.org



A recent search on Indeed.com found that Amazon is hiring at its Tonawanda, NY location, which is what the Hamburg project is compared with, with a beginning wage rate of \$15.00 per hour. These potential jobs do not meet/support a family who desires to achieve the American Dream of living in the Town of Hamburg. Further complicating the issue is the fact that Amazon competes directly with UPS who has a starting wage rate for drivers of \$21.91 per hour and provides fully paid healthcare and makes pension contributions for all blue-collar employees.

The Town of Hamburg currently has approximately fifty-two blue-collar UPS employees living here, some of whom live with their parents, but most of whom own their own homes and pay taxes, all of them contribute to the success of the Town of Hamburg. This doesn't even count the number of white-collar and retired UPS employees living in the town.


Any tax incentive provided to Amazon to build a facility in the town without guaranteeing jobs that could sustain living in the town, would create a serve us, but don't live amongst us perception. It is also harmful to the current tax payer that Amazon competes with.

Most of you are Town of Hamburg residents. Ask yourself how many of your neighbors work for Amazon or if you could buy the house next door earning \$15.00 per hour. Additionally, do these \$15.00 jobs justify a ten-year tax break? Right now, Amazon is delivering packages to the south towns from an existing facility which leads me to believe that the jobs would be moved from an active location to the Town of Hamburg. This is not what these tax incentives are intended for. This is merely another corporate cash grab at the community's expense.

For your convenience, I have enclosed a partial list of UPS employees, including addresses, who reside in the Town of Hamburg and could be directly affected by the decision to grant the tax incentives the HIDA is considering today.

Please feel free to contact me if anybody has any questions.

Very truly yours,


Jeffrey S. Brylski
President/Business Agent
Teamsters Local Union #449

ENC.

He additionally commented, the Town of Hamburg is building houses in the \$400,000 range. Individuals making \$15 to \$20 an hour simply cannot afford to live in Hamburg. The intention of the IDA is not to bring these types of jobs into Hamburg specifically by a company who can afford to pay their employees more. Who is to say after the 10 year lease is up the company will not pick up and move to the next town. He respectfully asks the board of directors to take all of the information he submitted into consideration before making their decision. Further the local hiring plan does not include a project labor agreement which he said would be very important to have on a project this size as well.

Doyle thanked Jeff for his comments and also wanted to point out if it did not come across that Jeff was a former IDA board member. He also included a partial list of UPS employees who reside in Hamburg that could be directly affected by the decision to grant tax breaks. The list was for the board members not the entire public as it included names and address.

Marty Walters, Energy Block, he has a different perspective on the project. He wants to make sure the builders are using the new funds available thru PACE legislation. Green building advocate, finance energy grade updates now and they will pay for themselves over time. A cost of 70,000 now could save \$50,000 each year. There are also local companies that produce these energy products. He would like to see a zero energy distribution facility, sees as a model for future facilities.

Mary – couldn't see the screen, that had been resolved.

Matt Kent, question on taxes and breakout of taxes, they were answered.

Carol, asked if they were new positons.

Yes, these are new positons being created.

Mary Wall, had a question on what Amazon profits were in 2020?

Doyle, said he did not know, other than that they were a publicly traded company.
Wence Valentin, said he looked it up and they made 96.1 million in the 3rd quarter of 2020.

Doyle stated with the known stability of Amazon, it is a company worth investing in.

Janet Plarr, Board member, said she was concerned with the wage rates since NYS minimum wage moving to \$15.00 sooner rather than later, so basically we are looking at minimum wage jobs. She has no problem with the property being developed it is long overdue. Currently the property is contributing zero dollars to all entities and special districts. Being a former school board member she is aware of how important it is to bring revenue into the school. A project like this does not bring children into school buildings, something in taxes is better than nothing. Janet is recommending (although we are in a pandemic) we find a facility that can accommodate a true public hearing remaining socially distant with masks. Her last question, knowing a well- respected local developer is being used is what labor is going to be used, are contracts ready to be signed? A project of this size with 256 temporary contractors it is very important we employ local people.

Doyle will look into to see he can get an in person public hearing set up.

Gary Swain, International Union of Operating Engineers, thanked Doyle for all the information provided it was very good and answered half of his questions. He understands the difficult positon the IDA board has to make. His issue is with the local labor policy. He was initially enlightened to know the IDA had a policy in place however after reading thru the policy he has an issue with it. The policy states a waiver can be obtained if significant cost differential in bides whereby use of local labor significantly increases the cost of the project. He states this gives a way out. He also stated the Fed-Ex project brought in other workers

and did not use local labor specifically because of this reason. Please consider the local labor in your decision making.

Doyle thanked Gary for bringing that to light it is a policy we can review in the future. Certainly the intent would be to use local labor.

Wence Valentin, Board member, apologized for not using the chat room via Zoom to comment earlier. He stated his biggest concern with the project is the workers of Amazon, who are to have said they feel like "robots". Fifteen dollars an hour is not a living wage. Amazon made 96.1 million in the 3rd quarter last year. It is frustrating to him that they are even coming to the IDA to ask for tax breaks. If anything he would like to see the Amazon workers ask for union neutrality, so they can fight for themselves and they can decide what they want for a contract and wages. He would love to see a project labor agreement for this project but knows that is not possible because Walden already has a contractor. He appreciates everyone who put their time and effort into this project even though he may disagree on some of the issues.

James Maltby, Union Insulator, most of his questions have been answered. Also has concerns on the wages of the construction on the project. Gary Swain covered a lot of that in his comments. He would like to see apprenticeship language also added to the contract.

Doyle stated we need to get better information on the household income in Hamburg asked Senator Ryan where to find that data.

Sean Ryan, stated the census should be looked at for this data. He also had the following general comments. He thanked all the board members for their time. He agreed with Janet Plarr, he would like to see the land developed. He said we only get one shot at this and we have to do better and can do better. Amazon is putting these last mile facilities all over the county because they need them for their business model which is why we do not subsidize these types of facilities. When he closes his eyes he sees a company like MOOG in East Aurora on that land where everyone who works there can afford a house in Elma. He said the project should be scraped and we should bring in a high wage employer because that is what we need in Hamburg. We can go to McKinley and Milestrip and find \$15 hr jobs. There should be no rush in developing the land. It should be done once and right. The timing of the meeting is not good for the public to voice their input. A second public hearing needs to be held in the evening

Additionally he stated the cost of the PILOT was a lot of dollars –

435,000 less to Erie County

373,000 less to Town of Hamburg

343,000 less to Village of Blasdell

1.1 million less to school

He also represents Tonawanda and less than 36 months ago Amazon put up the same type of last mile distribution facility and Tonawanda did not give a tax abatement and are employing more people than is being agreed to in the application to the HIDA. Amazon made 17.3 billion in last year. Why are we doing this? If they need a facility they can build it. Is Hamburg's long term strategy to provide jobs that pay \$15 an hour? Is this how we want to build our town forward? Is this the best use for this land?

Matt Kent, Director of the Foundation of NY for Fair contracting, he appreciates the commitment of the HIDA. He is a proud graduate of Hamburg High School and wants to live in a community that continues to prosper and flourish. It's important another public hearing be held. He questioned the rules followed by the HIDA as he interrupted 10 day advance public notice required. The HIDA published on the 7th with a meeting on the 15th. His main point was already covered by Gary Swain, the local labor policy. It's hard to see 38 million in construction cost and what that can mean or not mean for our community.

He has asked if a local labor policy has been signed?

Doyle stated it has been discussed, and is required in the closing an agreement, there is no associated agreement at this time. If the project ensues an agreement will be executed.

Matt went on to compare the local labor policies of the ECIDA to the HIDA . He stated they were virtually identical except for the verbiage the HIDA policy has the ability to obtain a wavier if a 25% cost differential was found with local labor. He echos Gary Swain's concerns. It's a far too easy escape hatch. He also encourages another public hearing on this matter.

Karen, citizen of hamburg, need another public hearing for those who were unable to attend today due to the time along with it being held in person. She suggested Hilbert College. Also would like to further discuss the livable wage for a family in Hamburg.

Andre Mayes, Local 71, asked the time frame of the construction of the project?

Doyle replied would like to start in spring of 2021 and complete early 2022.

Andre stated he shares some of the same concerns as everyone else; timeframe and tax breaks to the wealthiest company and person in the world. If it does move forward 90% local labor would provide plenty of dollars for works to come together under a project labor agreement – based on the numbers \$92,000 per worker. It falls on the organized labor sector to make sure these goals are being met. Boiling it down if you really want to have local labor on the job an agreement is the best way to go.

Mary Wall – had questions on the environmental impact.

Doyle stated the project has gone thru site plan approval, as well as the required traffic and engineering studies

Mary Wall also expressed the following concerns – another meeting is needed that is both in person and online for those who cannot attend in person. She additionally has a hard time giving this kind of tax break to a company who just put up the same facility in Tonawanda with no tax breaks. Is this part of the town plan? Minimum wage is difficult , can't keep employees, not living wage jobs. We need to make sure those trying to raise families have steady way of life. She does not think Amazon treats its employees well – have heard of them striking in other areas of the county.

Janet Plarr, board member, stated we should provide a list of other business that will benefit from this project other than contractors who deliver packages.

Guy Agostinelli, represents developer, they are very excited with tenant and proposed developer investing an excess of \$40 million in community. Lease term is going to be more than the term of the PILOT. After agreement is over a substantial facility will be paying full taxes. Fully apprised of labor Agreement and fully intend to apply and do not intend to apply for any waivers, they have used local labor for all projects and they fully indent to comply. The timing of the project is still under negations (March 2022 with a February 2021 start date is anticipated). Putting off the vote on Tuesday will not be helpful to the project. Thank you for the time showed today – very excited about the project.

Janet Plarr, board member, stated the property was offered to Evans Bank and they walked away for a better deal.

Wence Valentin, board member, asked to make a motion for another public hearing. It appears the public would like to have their say.

Doyle agreed, would like to get thru the rest of the comments at today's hearing for all those who have waited on the line thus far, then discuss another meeting with the board at the end.

Dr. Phil Stokes, Director of Penn Dixie, and potential neighbor of Amazon. He would like to take a look at a different view. Currently Fed Ex starts their employees at \$15.08. If Amazon wants to stay competitive, they would have to stay competitive with the other employers in the area.

Sean Ryan wanted to clarify that Evans Bank is no longer in Hamburg they moved to Amherst where they received a substantial PILOT. What happens after a 10 year PILOT is very speculative as evidenced by Evans Bank.

Bob Mahoney, resident of Hamburg, he appreciates bringing the project to Hamburg. This does not go in front of any other boards. This is a pre-permitted property. He is a member of the City of Buffalo Living Wage Committee. The cost of living in Hamburg is not the same as in other areas. He likes bringing jobs here, we lost New Era. He is pro labor and likes the project labor agreement. Fifteen is not a good wage it should be more in the line of \$20 an hour. Fast food and other places start at \$15, have to entice other to come to Hamburg. Happy we are trying to bring something new. There has to be another public hearing.

Doyle asked is anyone else was on the line, no one.

Doyle reviewed the written in comments –

Gary Swain, local labor addressed by Bob Reynolds.

Carol, Blasdell, questions related to truck and environmental comments that were address with her. Sean read thru questions and answers and what he responded to her.

Marty Walters, he addressed the board today.

Jeff Brylski, he addressed the board today.

Gary Swain, he addressed the board today.

Sean Ryan, Assemblyman, addressed the board today.

Sean Connolly - question on the lease term which was answered.

Andy Palmer, Chairman of the Board, suggested they address they address the concern of another public hearing then close the hearing and adjourn. He thanked the board members and everyone who attended the hearing, it's hard to juggle everything appreciates your time.

Motion – by Andy Palmer to table public hearing and reconvene at another date seconded by Wence Valentin.

To which several questions were asked -

Bob Reynolds questioned the date of the next meeting – with the notice in the paper the earliest it could be is February 15th?

Cam Hall asked if we were closing or tabling hearing?

Janet asked attorney Jennifer Strong if this meeting needs to be closed or if this should be tabled.

The public hearing notice can only be published in the paper we have on record which is the Hamburg Sun and Lackawanna Front Page, both are weekly papers.

Norna Rusert-Kelly, board member, would like the next meeting in the evening.

Bob Reynolds asked for a recap of the motion.

Andy rescinded the current motion on the floor and Doyle stated the following motion:

Motion – to close public hearing, schedule a 2nd public hearing at a later date within the required notice period, in the evening and in a location that can accommodate public attendance.

Moved: Andy Palmer **Seconded:** Wence Valentin

Roll Call Vote:

Aye-Hall, Aye-Moses, Aye-Hutchison, Aye-Palmer, Aye-Podkulski, Aye-Rusert-Kelly, Aye-Reynolds, Aye- Plarr, Aye- Valentin

Nays: none

Carried

Doyle wrapped up the meeting - It's a substantial project, thankful for the developer the opportunity to present this project. Thank you to all who attended.

-Motion to adjourn at 9:45am

Moved: Janet Plarr **Seconded:** Norma Rusert-Kelly

Roll Call Vote:

Aye-Hall, Aye-Moses, Aye-Hutchison, Aye-Palmer, Aye-Podkulski, Aye-Rusert-Kelly, Aye-Reynolds, Aye- Plarr, Aye- Valentin

Nays: none

Carried

Sincerely,



Sean Doyle, Executive Director

TAX PAYMENT ESTIMATE WORKSHEET

Bayview Road Associates, LLC

Assumptions

Lake Erie Commerce Center - SBL 159.00-1-33.11, Town of Hamburg
 Total Project Cost \$47,200,000
 Construction Amount \$38,000,000 (Hard Costs Only)

School District: Frontier

Project type: New construction: 181,500 SF (90% Warehouse / Distribution and 10% Office)

Proposed valuation after equalization \$5,600,000

****ESTIMATE ONLY - Based on current tax rates****

Assessed Value	2020 Rate	Taxable Value	Tax Amount
\$5,600,000.00 (Increase in AV based on improvements)			
Library Tax	0.839697	\$5,600,000.00	\$4,702.30
County Service Tax	10.30411	\$5,600,000.00	\$57,703.02
General Town Tax	11.0714109	\$5,600,000.00	\$61,999.90
Highway Tax	3.49875	\$5,600,000.00	\$19,593.00
Town Hydrant	0.225729	\$5,600,000.00	\$1,264.08
Town St. Lights	0.498665	\$5,600,000.00	\$2,792.52
Woodlawn Fire Prot	6.514769	\$5,600,000.00	\$36,482.71
EC Sewer 3 CH2	1.364749	\$5,600,000.00	\$7,642.59
Frontier CSD	29.621483	\$5,600,000.00	\$165,880.30
Total Tax 100% of Assessed Value			\$358,060.43

10 YEAR PILOT

Year	Discount	PILOT Amount	Discount Amount	County PILOT	Town PILOT	School PILOT	TOTAL PILOT	FULL TAX	Total Payment
1	90%	\$28,558.32	\$257,024.90	\$5,770.30	\$6,199.99	\$16,588.03	\$28,558.32	\$358,060.43	\$101,035.53
2	90%	\$28,558.32	\$257,024.90	\$5,770.30	\$6,199.99	\$16,588.03	\$28,558.32	\$358,060.43	\$101,035.53
3	90%	\$28,558.32	\$257,024.90	\$5,770.30	\$6,199.99	\$16,588.03	\$28,558.32	\$358,060.43	\$101,035.53
4	80%	\$57,116.64	\$228,466.58	\$11,540.60	\$12,399.98	\$33,176.06	\$57,116.64	\$358,060.43	\$129,593.85
5	80%	\$57,116.64	\$228,466.58	\$11,540.60	\$12,399.98	\$33,176.06	\$57,116.64	\$358,060.43	\$129,593.85
6	80%	\$57,116.64	\$228,466.58	\$11,540.60	\$12,399.98	\$33,176.06	\$57,116.64	\$358,060.43	\$129,593.85
7	70%	\$85,674.97	\$199,908.26	\$17,310.90	\$18,599.97	\$49,764.09	\$85,674.97	\$358,060.43	\$158,152.18
8	70%	\$85,674.97	\$199,908.26	\$17,310.90	\$18,599.97	\$49,764.09	\$85,674.97	\$358,060.43	\$158,152.18
9	70%	\$85,674.97	\$199,908.26	\$17,310.90	\$18,599.97	\$49,764.09	\$85,674.97	\$358,060.43	\$158,152.18
10	0%	\$285,583.22	\$0.00	\$61,999.90	\$61,999.90	\$165,880.30	\$289,880.11	\$358,060.43	\$358,060.43
FULL TAX - 11			\$2,256,107.45	\$121,176.33	\$130,199.79	\$348,348.64	\$889,604.87	\$3,938,664.75	\$1,682,557.30

Savings

Property Tax
 Mortgage Recording
 Sales Tax

\$2,256,107.45
 \$253,200.00 Mortgage
 \$1,767,500.00 Based on \$20,200,000 in Purchases
 \$4,276,807.45